

## Message Text

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44

ACTION XMB-04

INFO OCT-01 EA-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 /051 W

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R 211207Z JUL 75

FM AMEMBASSY BANGKOK

TO SECSTATE WASHDC 8052

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E.O. 11652: NA

TAGS: EFIN, TH

SUDJ: SIAM KRAFT PAPER CO. (SKPC)

REF: BANGKOK 14569

1. MR. WOLFE AND DR. CUSI CALLED ON AMBASSADOR JULY 20, ON EVE OF CUSI'S DEPARTURE, TO BRING HIM UP TO DATE ON SKPC REVITALIZATION REVIEW, DESCRIBED IN REFTEL.

2. DR CUSI EXPRESSED BELIEF THAT, WITH PROPER PLANNING RESTRUCTURING, AND BUDGET, SKPC'S OPERATIONS COULD BECOME VIABLE. HIS VIEWS IN PARTICULAR, COMING FROM A TECHNICALLY EXIRRIENCED AND RELATIVELY DISINTERESTED THIRD COUNTRY NATIONAL, SEEM TO BE WELL-RECEIVED AND RESPECTED BY LOCAL THAI CREDITORS.

3. THERE WAS SOME DISCUSSION ABOUT ADVISABILITY OF AMERICAN COMPANY, SUCH AS SCOTT PAPER, PLAYING A ROLE IN SKPC REORGANIZATION AT THIS TIME. (PROPOSAL TO SCOTT WOULD BE TO PROVIDE TECHNICAL ASSISTANCE ON PRODUCTION, COST OPTIMIZATION, AND MARKETING, FEASIBILITY OF PLANT RESTRUCTURING, INCLUDING NEW PRODUCTS, WITH OPTION TO TAKE AN EQUITY POSITION IN COMPANY.) AMBASSADOR SAID HE WOULD CERTAINLY SUPPORT PRINCIPLE OF AMERICAN COMPANY PARTICIPATING IN PROJECT, IF FEASIBILITY STUDIES SEEM TO WARRANT IT, BUT STRESSED THAT, GIVEN PREVAILING ENVIRONMENT, ANY

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ROLE PLAYED BY AN AMERICAN COMPANY IN SKPC SHOULD NOT APPEAR TO

BE THE DOMINANT ONE. CUSI NOTED THAT SCOTT IS ALREADY FAMILIAR WITH LOCAL ENVIRONMENT, BEING SEPARATELY ENGAGED IN ITS OWN PAPER PRODUCTION IN THAILAND.

4. COMMENT: ALTHOUGH EXIM AND OPIC WILL OF COURSE HAVE TO MAKE OWN DECISION ON FUTURE PART THEY SHOULD PLAY IN SKPC, AND ALTHOUGH WE DO NOT PRETEND TO BE EXPERTS IN PAPER MANUFACTURE, DR. CUSI'S BASIC APPROACH SEEMS VERY SOUND TO US.  
WHITEHOUSE

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## Message Attributes

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**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
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